

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2009
North Coast-Organic

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 Production Cost Unit: (916) 341-5988
 All Costs: Per Cow Per Month unless otherwise stated

Dairy ID Number	Averages		1	2	3	4	5	6
Feed Costs	NC Average	Organic						
a. Dry Roughage	\$45.30	\$45.99	\$19.56	\$58.96	\$15.44	\$46.43	\$21.73	\$77.38
b. Wet Feed & Wet Roughage	\$9.34	\$14.14	\$39.09	\$18.88	\$0.00	\$20.08	\$0.00	\$11.97
c. Concentrates	\$65.62	\$76.53	\$0.00	\$97.55	\$126.45	\$84.26	\$92.30	\$53.00
d. Minerals & Supplements	\$2.29	\$3.35	\$4.06	\$7.78	\$0.88	\$0.00	\$0.00	\$3.12
e. Pasture	\$17.79	\$21.56	\$20.86	\$0.00	\$17.95	\$15.80	\$12.33	\$17.52
Total Feed Costs	\$140.35	\$161.56	\$83.56	\$183.17	\$160.72	\$166.58	\$126.36	\$163.00
Total Feed Costs (\$/cwt)	\$10.09	\$12.44	\$14.83	\$11.07	\$16.00	\$14.45	\$10.59	\$12.69
Total Hired Labor	\$33.76	\$31.23	\$19.76	\$39.53	\$5.61	\$34.13	\$25.21	\$39.48
Total Hired Labor Costs (\$/cwt)	\$2.43	\$2.40	\$3.51	\$2.39	\$0.56	\$2.96	\$2.11	\$3.07
Herd Replacement	\$27.40	\$25.82	\$26.35	\$19.36	\$30.64	\$32.98	\$17.09	\$24.66
Less: Calf. Income (\$/Cow/Month)	\$5.72	\$7.18	\$4.99	\$7.12	\$0.00	\$4.05	\$0.64	\$7.27
Total Herd Replacement	\$21.68	\$18.64	\$21.36	\$12.24	\$30.64	\$28.92	\$16.45	\$17.39
Total Replacement Costs (\$/cwt)	\$1.56	\$1.44	\$3.79	\$0.74	\$3.05	\$2.51	\$1.38	\$1.35
Total Operating Costs	\$49.03	\$50.36	\$38.88	\$44.66	\$57.63	\$68.74	\$32.55	\$73.30
Total Operating Costs (\$/cwt)	\$3.53	\$3.88	\$6.90	\$2.70	\$5.74	\$5.96	\$2.73	\$5.71
Total Milk Marketing Costs	\$8.51	\$6.78	\$3.57	\$8.95	\$6.68	\$7.57	\$8.00	\$5.85
Total Milk Marketing Costs (\$/cwt.)	\$0.61	\$0.52	\$0.63	\$0.54	\$0.67	\$0.66	\$0.67	\$0.46
Total Cost (\$/Cow/Month)	\$253.33	\$268.57	\$167.13	\$288.55	\$261.28	\$305.94	\$208.58	\$299.02
Total Cost (\$/cwt)	\$18.21	\$20.68	\$29.66	\$17.45	\$26.02	\$26.55	\$17.49	\$23.28
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt)	13.91	12.99	5.64	16.54	10.04	11.52	11.93	12.84
b. Lbs Milk Sold/milk cow/day	52.56	49.44	26.39	60.57	39.74	41.08	41.63	49.38
c. Gross Milk Receipts (\$/cwt)	\$18.84	\$24.45	\$21.53	\$28.06	\$21.83	\$32.31	\$20.18	\$21.85
d. Mailbox Price (\$/cwt)	\$18.94	\$24.80	\$21.46	\$28.22	\$21.98	\$32.51	\$20.18	\$22.61
f. Fat Test %	3.99%	4.10%	4.93%	4.06%	5.01%	4.89%	4.64%	3.88%
g. SNF Test %	8.93%	8.93%	8.98%	8.97%	9.56%	9.37%	9.48%	8.61%
Related Data								
a. Percent Dry Cows	14%	14%	30%	11%	18%	9%	7%	15%
b. Yearly Cull Rate	43%	38%	22%	43%	36%	55%	20%	35%
c. Avg. Value (/Drop Bull Calf)	\$15.68	\$13.73	\$5.00	\$20.00	\$0.00	\$2.88	\$15.00	\$10.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$167.15	\$210.13	\$0.00	\$200.00	\$225.00	\$204.05	\$0.00	\$220.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$325.21	\$388.32	\$287.50	\$355.67	\$427.94	\$400.00	\$460.10	\$368.70
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.64	15.68	1.32	21.69	23.49	14.53	14.00	11.59
g. Milkers (\$/hr with benefits & taxes)	\$13.47	\$13.91	\$13.39	\$13.93	\$0.00	\$22.66	\$12.68	\$12.67
h. Total Labor (\$/hr)	\$13.12	\$13.56	\$13.47	\$14.52	\$12.35	\$21.30	\$12.22	\$12.13
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.34	\$4.99	\$1.61	\$6.53	\$5.57	\$5.11	\$3.94	\$5.13
j. Milk Cow Feed Costs (\$/cwt)	\$8.26	\$10.10	\$6.10	\$10.77	\$14.03	\$12.44	\$9.48	\$10.39

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Dairy ID Number	7
Feed Costs	
a. Dry Roughage	\$34.31
b. Wet Feed & Wet Roughage	\$0.00
c. Concentrates	\$90.02
d. Minerals & Supplements	\$0.70
e. Pasture	\$61.38
Total Feed Costs	\$186.41
Total Feed Costs (\$/cwt)	\$12.61
Total Hired Labor	\$28.28
Total Hired Labor Costs (\$/cwt)	\$1.91
Herd Replacement	\$32.43
Less: Calf. Income (\$/Cow/Month)	\$14.39
Total Herd Replacement	\$18.05
Total Replacement Costs (\$/cwt)	\$1.22
Total Operating Costs	\$38.57
Total Operating Costs (\$/cwt)	\$2.61
Total Milk Marketing Costs	\$5.82
Total Milk Marketing Costs (\$/cwt.)	\$0.39
Total Cost (\$/Cow/Month)	\$277.13
Total Cost (\$/cwt)	\$18.74
Milk Production Data	
a. Milk Sold/Total Cow/Month/ (cwt)	14.79
b. Lbs Milk Sold/milk cow/day	55.40
c. Gross Milk Receipts (\$/cwt)	\$19.92
d. Mailbox Price (\$/cwt)	\$20.56
f. Fat Test %	3.49%
g. SNF Test %	8.65%
Related Data	
a. Percent Dry Cows	13%
b. Yearly Cull Rate	39%
c. Avg. Value (/Drop Bull Calf)	\$15.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$220.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$418.05
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.00
g. Milkers (\$/hr with benefits & taxes)	\$11.94
h. Total Labor (\$/hr)	\$11.48
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.50
j. Milk Cow Feed Costs (\$/cwt)	\$8.12

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North Coast-Conventional

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Production Cost Unit: (916) 341-5988

All Costs: Per Cow Per Month unless otherwise stated

Dairy ID Number	Averages		8	9	10	11	12	13
Feed Costs	NC Average	Conventional						
a. Dry Roughage	\$45.30	\$44.77	\$16.08	\$27.94	\$49.67	\$59.67	\$69.70	\$45.15
b. Wet Feed & Wet Roughage	\$9.34	\$5.62	\$0.00	\$16.80	\$0.00	\$0.00	\$0.00	\$29.85
c. Concentrates	\$65.62	\$57.14	\$32.95	\$83.13	\$76.24	\$71.11	\$55.11	\$42.69
d. Minerals & Supplements	\$2.29	\$1.47	\$1.21	\$2.80	\$0.00	\$1.47	\$2.42	\$0.35
e. Pasture	\$17.79	\$14.87	\$41.01	\$0.00	\$0.00	\$7.21	\$0.00	\$0.27
Total Feed Costs	\$140.35	\$123.87	\$91.24	\$130.66	\$125.90	\$139.47	\$127.24	\$118.32
Total Feed Costs (\$/cwt)	\$10.09	\$8.47	\$9.11	\$9.56	\$7.76	\$8.80	\$7.78	\$10.25
Total Hired Labor	\$33.76	\$35.72	\$23.80	\$101.37	\$48.24	\$32.40	\$39.26	\$16.80
Total Hired Labor Costs (\$/cwt)	\$2.43	\$2.44	\$2.38	\$7.42	\$2.97	\$2.04	\$2.40	\$1.46
Herd Replacement	\$27.40	\$28.63	\$26.86	\$28.73	\$24.50	\$32.09	\$31.31	\$17.69
Less: Calf. Income (\$/Cow/Month)	\$5.72	\$4.59	\$0.00	\$2.65	\$4.70	\$5.53	\$6.57	\$5.02
Total Herd Replacement	\$21.68	\$24.04	\$26.86	\$26.08	\$19.80	\$26.56	\$24.74	\$12.67
Total Replacement Costs (\$/cwt)	\$1.56	\$1.64	\$2.68	\$1.91	\$1.22	\$1.68	\$1.51	\$1.10
Total Operating Costs	\$49.03	\$48.00	\$37.95	\$128.11	\$49.41	\$39.84	\$45.76	\$43.41
Total Operating Costs (\$/cwt)	\$3.53	\$3.28	\$3.79	\$9.38	\$3.05	\$2.51	\$2.80	\$3.76
Total Milk Marketing Costs	\$8.51	\$9.86	\$3.46	\$15.11	\$11.26	\$7.90	\$16.69	\$5.75
Total Milk Marketing Costs (\$/cwt.)	\$0.61	\$0.67	\$0.35	\$1.11	\$0.69	\$0.50	\$1.02	\$0.50
Total Cost (\$/Cow/Month)	\$253.33	\$241.50	\$183.32	\$401.33	\$254.61	\$246.17	\$253.69	\$196.94
Total Cost (\$/cwt)	\$18.21	\$16.51	\$18.31	\$29.37	\$15.69	\$15.54	\$15.51	\$17.06
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt)	13.91	14.63	10.01	13.66	16.22	15.85	16.36	11.54
b. Lbs Milk Sold/milk cow/day	52.56	54.95	32.65	52.94	61.05	58.50	64.97	51.33
c. Gross Milk Receipts (\$/cwt)	\$18.84	\$14.97	\$16.34	\$14.75	\$15.08	\$15.38	\$15.02	\$13.56
d. Mailbox Price (\$/cwt)	\$18.94	\$14.90	\$18.74	\$14.04	\$14.56	\$15.01	\$14.50	\$13.20
f. Fat Test %	3.99%	3.91%	5.36%	3.78%	3.82%	3.93%	3.46%	3.92%
g. SNF Test %	8.93%	8.93%	9.50%	9.04%	8.90%	8.97%	9.02%	8.44%
Related Data								
a. Percent Dry Cows	14%	13%	0%	16%	13%	12%	18%	27%
b. Yearly Cull Rate	43%	47%	30%	207%	32%	41%	41%	28%
c. Avg. Value (/Drop Bull Calf)	\$15.68	\$17.87	\$0.00	\$2.00	\$10.98	\$11.54	\$28.92	\$15.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$167.15	\$142.57	\$180.00	\$169.00	\$132.50	\$140.00	\$140.00	\$150.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$325.21	\$262.11	\$246.84	\$241.36	\$229.42	\$297.58	\$218.78	\$292.29
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.64	17.38	9.00	27.42	25.00	18.00	20.63	13.09
g. Milkers (\$/hr with benefits & taxes)	\$13.47	\$13.15	\$15.17	\$11.75	\$17.22	\$13.15	\$11.32	\$11.58
h. Total Labor (\$/hr)	\$13.12	\$12.84	\$14.48	\$11.69	\$17.99	\$12.70	\$11.32	\$11.96
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.34	\$3.84	\$1.64	\$4.86	\$4.61	\$4.67	\$4.63	\$4.57
j. Milk Cow Feed Costs (\$/cwt)	\$8.26	\$6.99	\$5.02	\$9.17	\$7.55	\$7.98	\$7.13	\$8.90

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Dairy ID Number	14
Feed Costs	
a. Dry Roughage	\$28.93
b. Wet Feed & Wet Roughage	\$0.00
c. Concentrates	\$76.45
d. Minerals & Supplements	\$2.57
e. Pasture	\$56.28
Total Feed Costs	\$164.23
Total Feed Costs (\$/cwt)	\$7.63
Total Hired Labor	\$30.17
Total Hired Labor Costs (\$/cwt)	\$1.40
Herd Replacement	\$43.60
Less: Calf. Income (\$/Cow/Month)	\$8.24
Total Herd Replacement	\$35.36
Total Replacement Costs (\$/cwt)	\$1.64
Total Operating Costs	\$41.55
Total Operating Costs (\$/cwt)	\$1.93
Total Milk Marketing Costs	\$10.37
Total Milk Marketing Costs (\$/cwt.)	\$0.48
Total Cost (\$/Cow/Month)	\$281.67
Total Cost (\$/cwt)	\$13.08
Milk Production Data	
a. Milk Sold/Total Cow/Month/ (cwt)	21.53
b. Lbs Milk Sold/milk cow/day	76.19
c. Gross Milk Receipts (\$/cwt)	\$14.40
d. Mailbox Price (\$/cwt)	\$14.05
f. Fat Test %	3.49%
g. SNF Test %	8.58%
Related Data	
a. Percent Dry Cows	8%
b. Yearly Cull Rate	52%
c. Avg. Value (/Drop Bull Calf)	\$15.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$160.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$308.33
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	18.00
g. Milkers (\$/hr with benefits & taxes)	\$12.41
h. Total Labor (\$/hr)	\$11.93
i. Milk Cow Feed Costs (\$/Cow/Day)	\$3.69
j. Milk Cow Feed Costs (\$/cwt)	\$4.84